



# MARY KAY COSMETICS INTERVIEW SHEET



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| NAME                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | HOME PHONE #                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| ADDRESS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | WORK PHONE #                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
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| EMAIL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| What do you like best about your current job?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | What do you value most in your life right now?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| What would you change?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | What do you need most in your life right now?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| In the next 5-10 years, where do you see yourself?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Can your current job take you there?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Do you have flexibility to take time off ?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Are you getting paid what you think you're worth?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| If you could create your dream job, what 2 or 3 things would be most important?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Are you looking for something more?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Have you ever tried Mary Kay Products before?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <p style="text-align: center;"><b>MARKETING</b></p> <p>Circle the ones that appeal to you the most.</p> <ol style="list-style-type: none"> <li>1. 50% Profit on all Sales - consumable products</li> <li>2. Receive Praise, Recognition &amp; Prizes</li> <li>3. Flexibility to work when you want</li> <li>4. You are your own boss</li> <li>5. Earn the use of a Car or take Cash Compensation</li> <li>6. Tax Deductions - Supplies, Travel, Equipment, etc.</li> <li>7. No Territories</li> <li>8. No Quotas (\$ 200, twice a year to stay active)</li> <li>9. Golden Rule</li> <li>10. Priorities of Mary Kay - God 1st, Family 2nd, Career 3rd</li> <li>11. Positive Support System that Encourages Success</li> <li>12. Equal opportunity advancement—<br/>you decide when you want to move up</li> <li>13. 90% buyback guarantee</li> </ol> | <p style="text-align: center;"><b>INCOME</b></p> <ol style="list-style-type: none"> <li>1. <b>FACIALS:</b> 1-2 people, 50% commission<br/>(average facial = \$ 100 &amp; takes about an hour)</li> <li>2. <b>SHOWS:</b> 3-6 people, 50% commission<br/>(average show = \$ 300 and takes about 1 ½ hours)               <ul style="list-style-type: none"> <li>• Hypothetically, if you were to run your own business, how many hours a week could you invest? _____</li> <li>• Multiply # of shows _____ x \$ 300 = \$ _____<br/>\$ _____ <b>profit!</b></li> </ul> </li> <li>3. <b>REORDERS</b> (Average = \$ 200/customer/year)<br/>Multiply the # of customers _____ x \$ 200 = \$ _____<br/>\$ _____ <b>profit/year</b></li> <li>4. <b>TEAMBUILDING:</b> 4%, 9% or 13% commission</li> <li>5. <b>DIRECTORSHIP:</b> Team Commission + Director Commission of 13%, plus \$ 500-\$ 5000 monthly bonus + unit teambuilding bonus + car + insurance</li> </ol> |
| Hypothetically, if you were to do Mary Kay, what are your Personal Strengths and why would you be good? _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| With proper training, do you feel you could learn to do what I do? _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| On a scale of 1-10 (5 doesn't count) what is your interest level? _____ What would it take for you to be a 10? _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| What marketing tools would you use that the Company provides? Preferred Customer Program _____ Web Site _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Other than fear, what else would hold you back from becoming a Consultant? _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Is there any reason why you couldn't sign your agreement today? _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <p><b>The way you get started is to fill out an agreement for your Starter Kit. This can be done online. Receive in 7-10 days. It comes with everything you need to start your business. \$100 plus tax &amp; \$7.95 shipping. MC, VISA or Discover</b></p> <p>It takes some women 24-48 hours to make a decision—What is a good time to call you tomorrow? _____</p> <p>_____ Set up training, give calendar of events, set date for Business Debut, Pinning, etc...</p>                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| CONSULTANT _____ DIRECTOR _____ DATE _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |